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**JUSTIFICATION AND APPROVAL FOR OTHER THAN FULL AND OPEN  
COMPETITION (OVERSEAS CONTRACTING ACTIVITIES)**

**ACQUISITION OF TRANSPORTATION SERVICES FOR VIP VISIT**

1. I recommend that U.S. Embassy Pretoria, South Africa use other than full and open competition for the acquisition of transportation services for the VIP visit to Pretoria and Johannesburg in Mission South Africa. The maximum estimated cost is **ZAR 78,718,850.00** (USD 8,286,194.74 determined using the ROE of \$1.00 = R9.5), to be awarded to Europcar. Address: 16 Ernest Oppenheimer Avenue, Bruma, 2026, South Africa.
2. Nature and/or description of the action being approved.  
Transportation services in support of a VIP visit to South Africa.
3. A description of the supplies or services required to meet the agency's needs.  
Rental vehicles with drivers to be used in support of a VIP visit to South Africa. Vehicle types include but are not limited to passenger vehicles, SUVs, vans, and buses, as well as supplies and goods vehicles such as pickup trucks, box trucks, and larger capacity vehicles. Vehicles provided will be roadworthy, insured and licensed in accordance with South African regulations.
4. An identification of the statutory authority permitting other than full and open competition.  
41 USC 253(c) (2), FAR 6.302-2, Unusual and compelling urgency.

Security concerns prohibit sufficient advanced notification of VIP travel to allow for sufficient time to conduct full and open competition. The Department of State can only communicate with the staff at Posts abroad when authorization is given due to security concerns. They have an extremely short turnaround time when authorization has been granted for negotiations to commence and site selections to be finalized with both the local vendors and Posts before the actual Senior High Level USG VIP visit occurs. Security and logistical teams make determinations during the site survey as to most suitable arrangements in support of logistics for the Senior High Level USG VIP and their traveling staff.

The types of events, meetings, locations and availability of vendors to support the Senior High Level USG VIP and the delegation are often times designated by the host countries.

Many of the arrangements for hotel and transportation are often not confirmed until just before the actual visit. In addition to supporting a large delegation within a short time frame, last minute and frequent changes of itineraries for supporting personnel often result in significant changes in how Posts work with the vendors. With the exception of a few trips, contracts are not permitted to be signed until the Department of State (Post) has written confirmation from all supporting agencies, which enables collection of funds from said agencies in the event of cancellation. This results in an unusual and compelling urgency in accordance with 41 U.S.C. 253 (c) (2), FAR 6.302-2.

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These unique Senior High Level USG VIP travel requirements result in only a very limited number of responsible sources with no other supplies or services capable of satisfying agency requirement in accordance with 41 U.S.C. 253 (c ) (2), Far 6.302-2.

5. A demonstration that the proposed contractor's unique qualifications or the nature of the acquisition requires use of the authority cited

Security and logistics are the Department's primary considerations when procuring transportation services. The Department of State must be able to provide a safe and secure environment for VIP visitors. Frequently VIP visits are not announced or confirmed in sufficient time to conduct a competition, creating an urgent and compelling need. This urgent VIP visit to South Africa requires contractors with strong past performance record, reliability and professionalism. Europcar and Kwathlano have demonstrated this to the U.S. Embassy in Pretoria by supporting past VIP visits.

6. A description of efforts made to ensure that offers are solicited from as many potential sources as is practicable.

Due to urgency and exception in FAR 25.401(b)(6) the Presolicitation Notice and solicitation cannot be posted. However, the JOFOC will be published in FedBizOpps.

7. A determination by the Contracting Officer that the anticipated cost to the Government will be fair and reasonable. [Memo on file].

It is noteworthy that the service provider identified above was selected using criteria including but not limited to:

- Vendor capacity (fleet, personnel, operations and institutional capability) to support a large visit that meets VIP visitor expectations and standards.
- Prior successful operation experience in supporting large VIP visits.

Two vendors have been identified as being the most suitable to meet U.S. Government needs; Europcar and Kwathlano. The U.S. Embassy will contract with both vendors.

The Contracting Officer determined the anticipated cost is fair and reasonable based on an analysis of transportation pricing conducted during times of unprecedented demand and limited supply (World Cup 2010), as well as VIP visits during relatively normal circumstances (FLOTUS visit, 2011; COP-17, 2011, SECSTATE visit 2012, POTUS visit 2013).

8. A description of the market survey conducted and the results or a statement of the reasons a market survey was not conducted.

A limited market survey was conducted in 2012 for our VIP visit. Company profiles submitted in response to the Embassy's July web posting for potential vendor profiles, to assess the potential providers, their capabilities, history of performance and their prices were reviewed. The survey was limited to those service providers who have had experience in supporting large-scale VIP visits.

9. Any other facts supporting the use of other than full and open competition.

Other elements in support of using other than full and open competition include:

- Vendor capacity (magnitude of fleet and other resources) to support a large visit.
- Prior operations experience in supporting large VIP visits
- Operating headquarters in close proximity to U.S. mission and mission activities

10. A listing of sources, if any, that expressed, in writing, an interest in the acquisition.

Tempest car hire, Elite chauffeur, EZ Shuttle services, Busyways, Sizwe car rental, Kwathlano, Avis, Cabs Hire. Subsequently, the Embassy also had contact with other vendors such as Pastranscor and Europcar. Most of these vendors were determined unacceptable due to a lack of past performance with support of U.S. Embassy VIP visits and because they lacked capacity to support VIP visits, or they did not accept USG contractual requirements.

11. A statement of the actions, if any, the agency may take to remove or overcome any barriers to competition before any subsequent acquisition for the supplies or services required.


Under routine conditions, the Embassy will compete services in conformity with FAR/DOSAR requirements.



### CERTIFICATIONS

I certify that this justification is accurate and contains complete data necessary to support the recommendation for other than full and open competition.

12/12/13  
Date

  
Michael Dobbs  
Acting Director

I certify that this submission is accurate, and that it contains complete information necessary to enable other officials to make an informed recommendation for approval or disapproval.

12 Dec. 2013  
Date

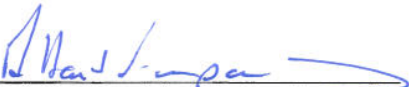
  
Ravindra M. Srivastava  
Contracting Officer

**APPROVALS**

**Contracting Activity Competition Advocate**  
**(Required for actions exceeding \$500,000 but not exceeding \$10,000,000)**

APPROVED BY:

12/13/13  
Date

  
Cherie Jackson, Management Counselor  
Competition Advocate  
Contracting Activity